

## Message Text

UNCLASSIFIED

PAGE 01 COLOMB 02255 181247Z

70

ACTION NEA-10

INFO OCT-01 EA-10 ISO-00 EB-07 /028 W

----- 112157

R 181030Z JUL 75

FM AMEMBASSY COLOMBO

TO USDOC WASHDC

INFO SECSTATE WASHDC 3077

AMEMBASSY BEIRUT

AMCONSUL HONG KONG

AMEMBASSY NEW DELHI

AMEMBASSY SINGAPORE

AMEMBASSY TEHRAN

UNCLAS COLOMBO 2255

EO 11652: N/A

TAGS: EAIR, ELEC, CE

SUBJ: TRADE OPPORTUNITIES PROGRAM -- SUPPLY OF  
AIRFIELD APPROACH CONTROL RADAR EQUIPMENT

DELHI PASS ITT; SINGAPORE PASS TEXAS INSTRUMENTS

1. SECRETARY, MINISTRY OF TRANSPORT, WILL CONSIDER  
CONCRETE PROPOSALS AND/OR QUOTATIONS FROM US  
SUPPLIERS, IF RECEIVED WITHIN 10 WORKING DAYS,  
(AUGUST 1) FOR SUPPLY OF PRIMARY AIRFIELD APPROACH CONTROL  
RADAR EQUIPMENT VISIBILITY ONE HUNDRED NAUTICAL  
MILES FOR BANDARANAIKE INTERNATIONAL AIRPORT 25 MILES NORTH  
OF COLOMBO. AVAILABILITY OF CREDIT TERMS AN IMPORTANT  
FACTOR. EQUIPMENT MUST BE INSTALLED AND READY  
FOR USE BEFORE NON-ALIGNED CONFERENCE AUG 1976, I.E.  
PROBABLY BY ABOUT JUNE 15, 1976. NO TENDER DOCUMENTS BEING  
ISSUED.

2. REGRET VERY SHORT DEADLINE ON THIS ONE.  
IN RECENT MONTHS SEVERAL INQUIRIES BY VISITING  
AMERICAN MANUFACTURERS REPRESENTATIVES TO CIVIL  
AIR AUTHORITY RESULTED IN RESPONSE THAT NO  
DECISION MADE ON ADDITIONAL GUIDANCE/CONTROL  
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EQUIPMENT. PROSPECT OF 70 PLUS NON-ALIGNED

LEADERS ARRIVING VIRTUALLY SIMULTANEOUSLY  
HAS APPARENTLY CAUSED SUDDEN URGENCY AND OMISSION  
NORMAL GSL TENDERING PROCEDURES. FRENCH FIRM  
APPARENTLY HAS BEST CHANCE NOW BECAUSE OF  
AVAILABLE FRENCH GOVT CREDIT. TRANSPORT  
MINISTRY OFFICIAL RESPONSIBLE FOR PROJECT SAYS  
GSL WOULD BE INTERESTED IN AMERICAN OFFERS BUT  
THEY MUST BE COMPLETE AND WITHIN DEADLINE. WE  
SUGGEST INTERESTED AMERICAN FIRMS WOULD DO BEST

TO SEND REP SOONEST AUTHORIZED TO MAKE  
BID.  
VAN HOLLEN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** RADAR, INVESTMENT OPPORTUNITIES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 18 JUL 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975COLOMB02255  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750249-0418  
**From:** COLOMBO  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750739/aaaabivv.tel  
**Line Count:** 74  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 13 JAN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <13 JAN 2003 by ThomasVJ>; APPROVED <22 MAR 2004 by ShawDG>  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRADE OPPORTUNITIES PROGRAM -- SUPPLY OF AIRFIELD APPROACH CONTROL RADAR EQUIPMENT  
**TAGS:** EAIR, ELEC, CE  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006